

Message Text

LIMITED OFFICIAL USE

PAGE 01 CARACA 11190 180903Z

65

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 172030Z SEP 76

FM AMEMBASSY CARACAS

TO USDOC WASHDC

INFO SECSTATE WASHDC 4795

LIMITED OFFICIAL USE CARACAS 11190

PASS TO OED/MEPD AND OIM

TAGS: BEXP, BENC, VE

SUBJECT: MAJOR PRODUCTS: INOS TENDER; COMPLAINT BY AMERICAN
BUSINESSMAN

REF: CARACAS 11086

1. MR. LARRY REED, AN EXECUTIVE OF A PIPE MANUFACTURING
FIRM LOCATED IN MOBILE, ALABAMA PHONED EMBOFF 15 SEPTEMBER
REGARDING BID FOR \$16.7 MILLION CONTRACT TO SUPPLY
POLYESTER PIPE REPORTED IN REFTEL.

2. MR. REED STATED THAT HIS FIRM HAD MADE A VERY
COMPETITIVE BID ON THE MATERIAL IN QUESTION BUT COULD
NOT BEAT FUNMECA'S OFFER. MR. REED TOLD EMBOFF THAT HE
BELIEVES THAT FUNMECA'S BID PRICE WOULD NOT EVEN BE
SUFFICIENT TO COVER THE MANUFACTURING COSTS OF THE PIPE.
HE ADDED THAT FUNMECA WAS PROBABLY GOING TO WAIT AWHILE
AND THEN OFFER INOS A BETTER GRADE OF PIPE AT A
SUBSTANTIALLY HIGHER PRICE.

3. WHEN ASKED BY MR. REED WHAT RECOURSE HE HAD UNDER
THESE CIRCUMSTANCES, EMBOFF SUGGESTED THAT HE, THROUGH
HIS VENEZUELAN AFFILIATE, REQUEST THAT INOS CONDUCT
A TECHNICAL REVIEW OF THE BID IN QUESTION.
VAKY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 17 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: blochd0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976CARACA11190
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760353-0939
From: CARACAS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760950/aaaabqqx.tel
Line Count: 52
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 CARACAS 11086
Review Action: RELEASED, APPROVED
Review Authority: blochd0
Review Comment: n/a
Review Content Flags:
Review Date: 21 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 JUL 2004 by ShawDG>; APPROVED <02 NOV 2004 by blochd0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PRODUCTS: INOS TENDER; COMPLAINT BY AMERICAN BUSINESSMAN
TAGS: BEXP, BENC, VE
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006